

Message Text

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ACTION EB-08

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FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 005

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E.O. 11652: N/A

TAGS: EAIR PE

SUBJ: CIVAIR: FINAL ASSESSMENT EVE OF BILATERAL NEGOTIATIONS

REF: A. STATE 118921, B. STATE 117801

1. DELEGATION. IN ADDITION TO DGTA SANCHEZ, DR. LEON DE VIVERO, AND LUNA OF GOP EMB WASHINGTON, TWO AEROPERU OFFICIALS WILL ACCOMPANY DELEGATION TO WASHINGTON. THEY ARE RAUL BURNEO, COMMERCIAL MANAGER, AND ANIBAL CORVETTO, LEGAL ADVISOR TO AERO PERU. DEL HAS BEEN TOLD THAT NEGOTIATIONS WILL BEGIN MAY 16 AND THAT LUNA WILL HAVE DETAILS AS TO TIME AND LOCATION OF SESSION.

2. AGENDA. DGTA SANCHEZ AND DR. LEON DE VIVERO WERE ADVISED PER PARA 2 REF A OF USG AGENDA ITEMS. THEY HAD NO IMMEDIATE REACTION TO ISSUE OF DESIRABILITY OF INTRODUCING INNOVATIVE LOW FARES, BUT DID RAISE QUESTION IATA STANCE IN THIS REGARD. THEY FAVOR CHARTER SERVICE ORIGINATING AND TERMINATING OUTSIDE PERU FROM CITIES NOT SERVED BY AERO PERU UNDER TERMS OF BILATERAL. THEY EXPRESSED SURPRISE AT IMPLICATION THAT AEROPERU RECEIVES FAVORABLE FUEL PRICES, USER CHARGES, AND GROUND HANDLING ARRANGEMENTS AT LIMA AIRPORT, AND PROMISED TO INVESTIGATE AND BE PREPARED TO DISCUSS IN
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WASHINGTON.

3. POSTURE: WE HAVE DEFINITE IMPRESSION THAT GOP IS NOT INCLINED TO FAVOR GREATLY EXPANDED SERVICES UNDER TERMS OF NEW BILATERAL. THEY DO WANT IQUITOS-MIAMI (EXPLAINING THAT ROUTE WOULD BE AWARDED TO AEROPERU WHICH HAS REACHED AGREEMENT WITH FAUCETT TO SHARE ROUTE), AND

WOULD PROBABLY BE WILLING TO GIVE UP SOMETHING IN RETURN --
BRANIFF IS OF COURSE INTERESTED IN LIMA-MEXICO CITY-
DALLAS. BUT THERE IS LITTLE INDICATION THAT THEY FAVOR
EXPANSION OF SOUTHERN ROUTES -- INDEED, THEY MAY INITIATE
NEGOTIATIONS BY SUGGESTING THAT FREQUENCIES TO THE SOUTH
BE REDUCED.

4. CONCLUSION. ON BALANCE GOP DEL HAS DISPLAYED VERY
LITTLE IMAGINATION OR ENTHUSIASM FOR AN EXPANDED AGREEMENT.
LEON DE VIVERO, WHO IS THE HEAVYWEIGHT ON THE DELEGATION IN
TERMS OF EXPERIENCE (MIKE STYLES WILL REMEMBER HIM
FROM THE 1975 NEGOTIATIONS), IS CLEARLY ANTICIPATING A
VERY LIMITED NEGOTIATION UNDER WHICH THE NEW AGREEMENT WILL
FOLLOW VERY CLOSELY LINES OF 1975 BILATERAL. GOP DEL
CLAIMS TO HAVE FULL REPEAT FULL AUTHORITY TO NEGOTIATE
FINAL AGREEMENT, AND CAN PROBABLY DO SO IF THERE ARE FEW
SIGNIFICANT CHANGES. OTHERWISE PROSPECTS ARE THAT
NEGOTIATIONS WILL BE PROTRACTED, AND WILL PROBABLY HAVE
TO BE SUSPENDED AT WEEK'S END TO ALLOW GOP DEL TO RETURN
TO LIMA FOR CONSULTATIONS.

DECON 5-12-79. PREGG

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